101

DATABASE SYSTEM

STORES	INDEX	FORECASTING	OPTION MGMT
103	105	107	109

130

EXTRACTED ACTUALS, HISTORY, & HIERARCHY FILES

131   133

EXCEL TEXT FILES

140

COMMITMENT & FORECAST FILES

143
141

EXCEL TEXT FILES

150

STAGING POST REPOSITORY

ACCESS DB

159

ACTUALS TABLE — 151
HIERARCHY TABLE — 152
COMMITMENT TABLE — 153
FORECAST TABLE — 154
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160

FORMATTED FILES REPOSITORY

161a   EXCEL FILES   161n   161b

117

SYSTEM DISPLAY

SETUP SCREEN	COMMITMENT PROFILES	LOAD NEW STD HIERARCHY	SCORE ANALYSIS
SALES PROFILES	SELECT FROM STD HIERARCHY	SHOW SIZE ANALYSIS
MARKDOWN PROFILES	LOAD USER DEFINED SKU SET	SHOW ARCHIVE

Fig. 3

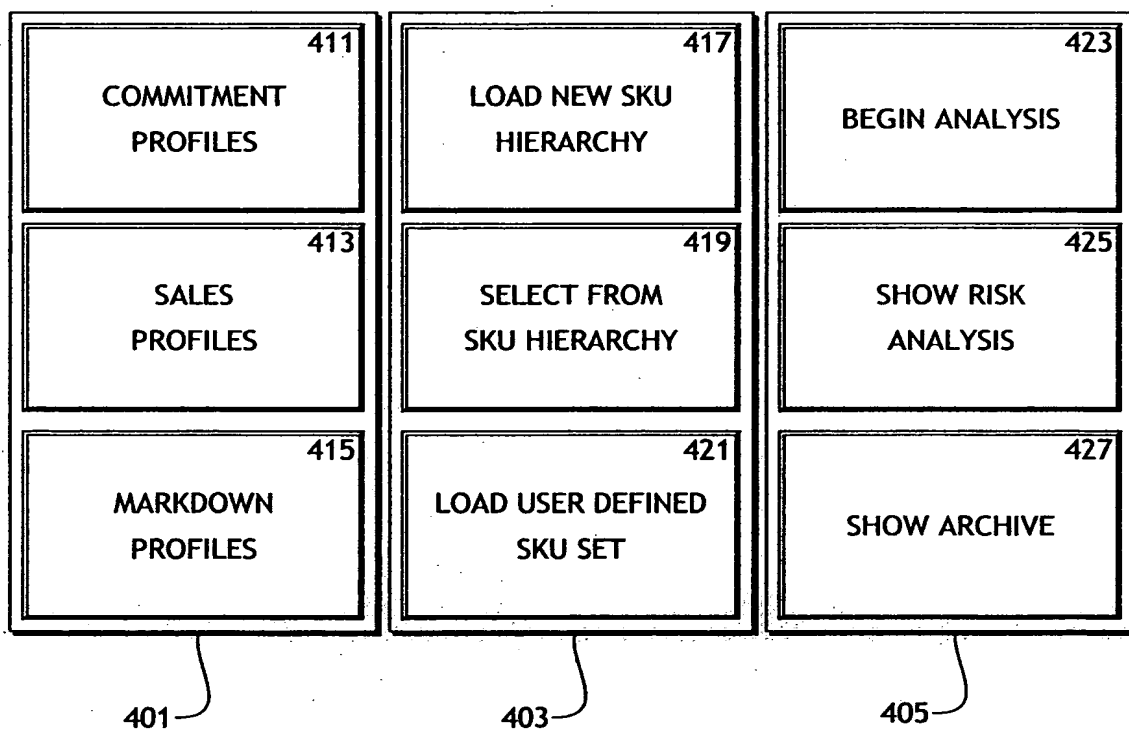| 411 COMMITMENT PROFILES	417 LOAD NEW SKU HIERARCHY	423 BEGIN ANALYSIS
413 SALES PROFILES	419 SELECT FROM SKU HIERARCHY	425 SHOW RISK ANALYSIS
415 MARKDOWN PROFILES	421 LOAD USER DEFINED SKU SET	427 SHOW ARCHIVE

401   403   405

Fig. 12

430

SALES PROFILES

NAME NUMBER	BASE CASE 1	TRICEP BAR 2	SKIPPING ROPE 3	AEROBIC WEIGHTS 4	CAST DISCS 5	ABDOMONI SER 6	EXERCISE MAT 7	HAND BARS 8	FISHING UMBRELLA 9	FREE WEIGHTS 10	RUCKSACK 11	FISHING NET 12
1	100	68.0	192.0	118.0	99.0	123.0	84.0	100.0	8.0	171.0	139.0	91.0
2	100	82.0	181.0	127.0	126.0	129.0	92.0	125.0	11.0	182.0	142.0	75.0
3	100	103.0	197.0	125.0	115.0	169.0	66.0	117.0	29.0	204.0	142.0	89.0
4	100	80.0	191.0	118.0	129.0	126.0	67.0	133.0	25.0	216.0	163.0	77.0
5	100	78.0	222.0	111.0	99.0	144.0	61.0	115.0	27.0	221.0	139.0	93.0
6	100	78.0	185.0	128.0	122.0	125.0	55.0	135.0	22.0	201.0	103.0	69.0
7	100	58.0	174.0	113.0	127.0	145.0	102.0	123.0	18.0	207.0	77.0	67.0
8	100	76.0	138.0	105.0	108.0	120.0	126.0	118.0	31.0	177.0	104.0	81.0
9	100	69.0	148.0	134.0	116.0	151.0	142.0	125.0	30.0	210.0	82.0	78.0
10	100	90.0	125.0	143.0	90.0	140.0	134.0	134.0	46.0	181.0	103.0	60.0
11	100	79.0	127.0	137.0	82.0	121.0	105.0	132.0	93.0	176.0	93.0	54.0
12	100	78.0	151.0	126.0	135.0	160.0	83.0	94.0	61.0	190.0	99.0	35.0
13	100	70.0	127.0	94.0	98.0	177.0	77.0	128.0	75.0	189.0	82.0	65.0
14	100	77.0	190.0	121.0	84.0	221.0	89.0	130.0	80.0	208.0	119.0	54.0
15	100	67.0	157.0	102.0	85.0	244.0	70.0	160.0	84.0	228.0	121.0	72.0
16	100	82.0	183.0	134.0	122.0	318.0	102.0	134.0	94.0	214.0	135.0	80.0
17	100	89.0	196.0	143.0	145.0	394.0	109.0	144.0	108.0		160.0	94.0
18	100	94.0	208.0	152.0	176.0	473.0	116.0	152.0	124.0	244.0	188.0	111.0
19	100	96.0	213.0	157.0	195.0	537.0	119.0	157.0	149.0	250.0	204.0	121.0
20	100	94.0	209.0	153.0	213.00	554.0	117.0	153.0	153.0	246.0	214.0	127.0
21	100	101.0	223.0	163.0	255.0	636.0	125.0	165.0	192.0	263.0	253.0	151.0
22	100	84.0	187.0	136.0	256.0	648.0	105.0	138.0	250.0	220.0	230.0	136.0
23	100	50.0	111.0	80.0	87.0	264.0	61.0	81.0	182.0	130.0	75.0	43.0
24	100	70.0	154.0	113.0	91.0	207.0	87.0	114.0	165.0	181.0	87.0	51.0
25	100	77.0	168.0	123.0	88.0	173.0	94.0	124.0	138.0	197.0	91.0	54.0
26	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	100	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Fig. 13

SELECT SKUs

CLASS NUMBER	CLASS DESCRIPTION	SUB CLASS NUMBER	SUB CLASS DESCRIPTION	STYLE NUMBER	STYLE DESCRIPTION	OPTION NUMBER	OPTION DESCRIPTION	SKU NUMBER	SKU DESCRIPTION
514	FOOD GIFTS	214	COOK SETS	351000	SIZZLER SE	3510004646	SIZZLER SET: NO	20988272	SIZZLER SET: NO COL-NO SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027467	BOOK SETS:INDIA	21019915	BOOK SETS:INDIAN:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351002	BOOK SETS	3510027468	BOOK SETS:FREN	21019914	BOOK SETS:FRENCH:ONE SIZE
514	FOOD1GIFTS	214	COOK SETS	351002	BOOK SETS	3510027476	BOOK SETS:ITALI	21019913	BOOK SETS:ITALIAN:ONE SIZE
514	FOOD1GIFTS	214	COOK SETS	351005	TORTILLA W	3510054646	TORTILLA WARM	20998781	TORTILLA WARMER:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351006	BAMBOO S	3510064646	BAMBOO SATAY	20998937	BAMBOO SATAY SET:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351007	CHINESE DI	3510074646	CHINESE DIP SET	20998932	CHINESE DIP SET:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351009	NIAAN SET	3510094646	NAAN SET:NO CO	20998938	NAAN SET:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351012	THAI TRAY	3510124646	THAI TRAY:NO C	21003306	THAI TRAY:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351013	RICE STEA	3510134646	RICE STEAMER:N	20998934	RICE STEAMER:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351014	GARLIC BO	3510144646	GARLIC BOOK SE	21003302	GARLIC BOOK SET:NO COL:ONE SIZE
514	FOOD GIFTS	214	COOK SETS	351154	CIABATTA	3511549999	CIABATTA SET:N	20875492	CIABATTA SET:NO COLOUR:NO SIZE
514	FOOD GIFTS	610	CANT COOK	351100	CHILLI HOT	3511004646	CHILLI HOT SAU	20998947	CHILLI HOT SAUCE: NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351101	DOCTOR SC	3514054646	DOCTOR SCARY	20998948	DOCTOR SCARY PICKLES:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351102	BEER SOUF	3511024646	BEER SOUP:NO C	20998949	BEER SOUP:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351103	FRIDAY NIG	3511034646	FRIDAY NIGHT C	20998951	FRIDAY NIGHT CURRY:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351104	KILLER CHIL	3541014646	KILLER CHILLI:N	20998952	KILLER CHILLI:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351105	COWBOY BI	3511054646	COWBOY BEAN S	20998960	COWBOY BEAN SOUP:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351106	WINE PIZZA	3511064646	WINE PIZZA:NO	20998961	WINE PIZZA:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351107	MEGA COFI	3511144646	MEGA COFFEE:N	20998962	MEGA COFFEE:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351108	DRINK MIX	3511084646	DRINK MIX:NO C	20998963	DRINK MIX:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351109	DRINK MIX	3540254646	DRINK MIX:B MA	21042549	DRINK MIX:B MARY:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351110	HOT TOMA	3511104646	HOT TOMATOE	20998965	HOT TOMATOE SAUCE:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351111	CHILLIBEEF	3511114646	CHILLI BEER & N	21009048	CHILLI BEER & NUTS:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351112	BREAKFAS	3557104646	BREAKFAST CER	21020258	BREAKFAST CEREAL:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351113	SAUCE-CHI	3519174646	SAUCE CHICKEN:	21020260	SAUCE CHICKEN:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351114	SAUCE-BUF	3545024646	SAUCE BURGER:	21020262	SAUCE BURGER:NO COL:ONE SIZE
514	FOOD GIFTS	610	CANT COOK	351258	CHILLI HOT	3512589999	CHILLI HOT SAU	20875546	CHILLI HOT SAUCE:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351201	SALAD DRE	3512014646	SALAD DRESSIN	20998966	SALAD DRESSING KIT:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351202	OIL & VINEG	3512024646	OIL & VINEGAR	20998967	OIL & VINEGAR RACK:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351203	OLIVES & DI	3512034646	OLIVES & DISH S	20996968	OLIVES & DISH SET:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351204	ITALIAN BA	3512044646	ITALIAN BASKET:	20996969	ITALIAN BASKET:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351205	SPAGHETT	3512054646	SPAGHETTI JAR:	20988970	SPAGHETTI JAR:NO COL:ONE SIZE
514	FOOD GIFTS	611	UMBRIA	351206	LAYERED P	3512067375	LAYERED PULSES	21000157	LAYERED PULSES:TALL:ONE SIZE

Fig. 14

450

ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP / LEVEL DOWN	BACK

BASE ANALYSIS

SKU NUMBER	SKU DESCRIPTION	NET COST (UNIT)	OSP (UNIT)	VAT (%)	S.O.H. (UNITS)	SALES ADJUSTED ACTUALS	CONTRACTED STOCK (INC SOO)	COMMIT-MENT	SALES	OPTION 1 PROFILE	OPTION 1 RE-BUY	OPTION 2 PROFILE	OPTION 2 RE-BUY	OPTION 3 PROFILE	OPTION 3 RE-BUY
						TAKEN FROM HIERARCHY		PROFILES							
						START WEEK 19	END WEEK 24								
20988272	SIZZLER SET: NO COL-NO SIZE	6.32	12.00	14.0	2060	1080.4	932		11						
21019915	BOOK SETS:INDIAN:ONE SIZE	3.77	7.00	0.0	6738	282.9	297		11						
21019914	BOOK SETS:FRENCH:ONE SIZE	3.77	7.00	0.0	3079	212.8	205		11						
21019913	BOOK SETS:ITALIAN:ONE SIZE	3.77	7.00	0.0	3939	327.6	320		11						
20998781	TORTILLA WARMER:NO COL:ONE SIZE	7.30	14.00	11.0	1029	292.2	278		11						
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE	4.12	8.00	9.2	1019	156.2	186		11						
20998932	CHINESE DIP SET:NO COL:ONE SIZE	6.02	10.00	17.5	2335	266.5	348		11						
20998838	NAAN SET:NO COL:ONE SIZE	6.27	12.00	10.0	736	72.6	74		11						
21003306	THAI TRAY:NO COL:ONE SIZE	7.55	15.00	9.1	1359	204.8	206		11						
20998934	RICE STEAMER:NO COL:ONE SIZE	6.86	12.00	15.0	1016	323.6	379		11						
21003302	GARLIC BOOK SET:NO COL:ONE SIZE	4.82	9.00	0.0	3103	434.7	394		11						
20875492	CIABATTA SET:NO COLOUR:NO SIZE	6.45	12.00	0.0	170	8.1	0		11						

451   453   455   457

Fig. 15

OPTIONS			SKU NUMBER	SKU DESCRIPTION	WEEKLY SALE			WEEK 14	WEEK 15	WEEK 16	WEEK 17	WEEK 18	WEEK 19	WEEK 20	WEEK 21	WEEK 22	WEEK 23	WEEK 24
LEVEL UP	BACK				SALES PROFILE	PROFILE	RE-BUY											
LEVEL DOWN																		
			20988272	SIZZLER SET: NO COL-NO S	11	1	3500						1262	1405	1605	1802	1527	136
			21019915	BOOK SETS:INDIAN:ONE SIZ	11	5							568	581	390	438	1189	93
			21019914	BOOK SETS:FRENCH:ONE SI	11	5							460	470	316	355	962	75
			21019913	BOOK SETS:ITALIAN:ONE SI	11	5							708	724	487	547	1481	116
			20998781	TORTILLA WARMER:NO CO	11	5							341	380	434	487	413	37
			20998937	BAMBOO SATAY SET:NO CO	11	1							182	203	232	261	221	20
			20998932	CHINESE DIP SET:NO COL:O	11	1							311	347	396	445	377	34
			20998838	NAAN SET:NO COL:ONE SIZ	11	1							85	94	108	121	103	9
			21003306	THAI TRAY:NO COL:ONE SI	11	1							239	266	304	234	289	26
			20998934	RICE STEAMER:NO COL:ON	11	1	1500						378	421	481	540	457	41
			21003302	GARLIC BOOK SET:NO COL	11	1							508	565	646	725	614	55
			20875492	CIABATTA SET:NO COLOUR	11	1							9	10	12	13	11	1

461 463 465 460 467

Fig. 16

SALES PROFILES

NAME NUMBER	TEST 1	TRICEP BAR 2	SKIPPING ROPE 3	AEROBIC WEIGHTS 4	CAST DISCS 5	ABDOMONI SER 6	EXERCISE MAT 7	HAND BARS 8	FISHING UMBRELLA 9	FREE WEIGHTS 10	RUCKSACK 11	FISHING NET 12
1	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
3	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
5	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
6	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
7	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
9	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
10	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
11	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
12	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
13	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
14	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
16	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
17	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
18	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
19	0	0.0	0.0	0.0	0.0	0.0	0.0	430.0	0.0	0.0	0.0	760.0
20	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	700.0	0.0	270.0	0.0
21	0	0.0	0.0	0.0	1610.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
22	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
23	0	430.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
24	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
25	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
26	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
27	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
28	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

470

Fig. 17

MARKDOWN PROFILE — 480

NAME NUMBER FIXED COST TYPE	FULL PRICE 1			PROMOTION 2			CLEARANCE 3			REPRICE 4		
	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?	PRICE (-VE)	SALES (+VE)	SCM?
1	0	0		0	0		0	0				
2	0	0		0	0		0	0				
3	0	0		0	0		0	0				
4	0	0		5	10		0	0				
5	0	0		0	0		0	0				
6	0	0		10	13		0	0				
7	0	0		0	0		0	0				
8	0	0		15	15		0	0				
9	0	0		0	0		0	0				
10	0	0		20	18		0	0				
11	0	0		0	0		0	0				
12	0	0		0	0		0	0				
13	0	0		0	0		0	0				
14	0	0		0	0		0	0				
15	0	0		0	0		0	0				
16	0	0		0	0		0	0				
17	0	0		0	0	Y	0	0				
18	0	0		20	18		0	0				
19	0	0		20	18		50	50				
20	0	0		0	0		50	50				
21	0	0		0	0		50	50				
22	0	0		0	0		50	50				
23	0	0		0	0		50	50				
24	0	0		0	0		0	0				
25	0	0		0	0		0	0				
26	0	0		0	0		0	0				
27	0	0		0	0		0	0				
28	0	0		0	0		0	0				

Fig. 18

ANALYSIS FUNCTIONS	SORT	LEVEL UP / LEVEL DOWN	BACK

SKU NUMBER	SKU DESCRIPTION	OPTION 1 PROFILE	OPTION 1 RE-BUY	OPTION 2 PROFILE	OPTION 2 RE-BUY	OPTION 3 PROFILE	OPTION 3 RE-BUY	SALES @ OSP	MARKDOWN /REPRICE COST	ACTUAL SALES INC VAT	NET COST PRICE VALUE	PROFIT POST MARKDOWN	UNITS SOLD	RESIDUAL STOCK	CLEARANCE MARKDOWN IN STOCK	TOTAL STOCK DEFICIT
								£222,335	£0	£222,335	£119,225	£85,774	21,678	14,349	£0	4,403
20988272	SIZZLER SET: NO COL-NO	1	0	2	1200	3	2400	53520	0	53520	28172	18775	4460	0	0	3.277
21019915	BOOK SETS:INDIAN:ONE	1	0	2	1362	3	2624	13176	0	13176	7099	6077	1882	4580	0	0
21019914	BOOK SETS:FRENCH:ONE	1	0	2	6195	3	1289	10668	0	10668	5748	4920	1524	2794	0	0
21019913	BOOK SETS:ITALIAN:ONE	1	0	2	12615	3	2523	16422	0	16422	8848	7574	2346	4116	0	0
20998781	TORTILLA WARMER:NO C	1	0	2	834	3	1788	29291	0	29291	15283	11105	2092	725	0	0
20998937	BAMBOO SATAY SET:NO	1	0	2	351	3	702	8948	0	8948	4606	3588	1118	603	0	0
20998932	CHINESE DIP SET:NO COL	1	0	2	72	3	144	19083	0	19083	11479	4762	1908	571	0	0
20998838	NAAN SET:NO COL:ONE S	1	0	2	655	3	131	6241	0	6241	3260	2414	520	347	0	0
21003306	THAI TRAY:NO COL:ONE	1	0	2	123	3	246	22000	0	22000	11074	9031	1467	138	0	1.127
20998934	RICE STEAMER:NO COL:O	1	0	2	87	3	174	14280	0	14280	8279				0	0
21003302	GARLIC BOOK SET:NO CO	1	0	2	1865	3	376	28013	0	28013					0	
20875492	CIABATTA SET:NO COLOU	1	0	2	100	3	200	692	0	692					0	

500

501 HIERARCHY LEVEL NUMBER/DESCRIPTION

520 — OUTPUT KPIs, INCLUDING PROFIT, SALES, COST OF MARKDOWN AND RESIDUAL STOCK

503, 505, 511, 511a, 511b, 513, 513a, 513b, 515, 515a, 515b, 521, 523, 525, 527, 529

Fig. 19

Fig. 20

RISK ANALYSIS

ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP / LEVEL DOWN	BACK

SORTED AS IMPORTED

SKU NUMBER	SKU DESCRIPTION	COMMIT-MENT	SALES	OPTION 1 PROFILE	OPTION 1 RE-BUY	OPTION 2 PROFILE	OPTION 2 RE-BUY	OPTION 3 PROFILE	OPTION 3 RE-BUY	SALES RISK WORST (-%)	SALES RISK BEST (+%)	MARKDOWN RISK WORST (-%)	MARKDOWN RISK BEST (+%)	ACTUAL SALES INC VAT	PROFIT POST MARKDOWN	WORST CASE UNITS SOLD
	PROFILES	0	11	1	0	2		3	1 . 3500					£0	£0	0
20988272	SIZZLER SET: NO COL-NO SIZE	0	11	1	0	2		3	1 . 3500							
21019915	BOOK SETS:INDIAN:ONE SIZE	0	11	1	0	2			5							
21019914	BOOK SETS:FRENCH:ONE SIZE	0	11	1	0	2			5							
21019913	BOOK SETS:ITALIAN:ONE SIZE	0	11	1	0	2			5							
20998781	TORTILLA WARMER:NO COL:ONE SIZE	0	11	1	0	2			1							
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE	0	11	1	0	2			1							
20998932	CHINESE DIP SET:NO COL:ONE SIZE	0	11	1	0	2			1							
20998838	NAAN SET:NO COL:ONE SIZE	0	11	1	0	2			1							
21003306	THAI TRAY:NO COL:ONE SIZE	0	11	1	0	2			1							
20998934	RICE STEAMER:NO COL:ONE SIZE	0	11	1	0	2			1							
21003302	GARLIC BOOK SET:NO COL:ONE SIZE	0	11	1	0	2			1							
20875492	CIABATTA SET:NO COLOUR:NO SIZE	0	11	1	0	2			1							

550

RISK ANALYSIS CONTROL

PROFILES
- MARKDOWN
- STOCK
- SALES

PERFORM RISK ANALYSIS

DONE

553

551

Fig. 21

ANALYSIS FUNCTIONS	SORT OPTIONS	LEVEL UP / LEVEL DOWN	BACK

RISK ANALYSIS

SORTED AS IMPORTED

SKU NUMBER	SKU DESCRIPTION	COMMIT-MENT	SALES PROFILES	OPTION 1 PROFILE	OPTION 1 RE-BUY	OPTION 2 PROFILE	OPTION 2 RE-BUY	OPTION 3 PROFILE	OPTION 3 RE-BUY	SALES RISK WORST (-%)	SALES RISK BEST (+%)	MARKDOWN RISK WORST (-%)	MARKDOWN RISK BEST (+%)	ACTUAL SALES INC VAT	PROFIT POST MARKDOWN	WORST CASE UNITS SOLD
			11	1		2		3						£0	£0	0
20988272	SIZZLER SET: NO COL-NO SIZE	0	11	1	0	2		1	3500							
21019915	BOOK SETS:INDIAN:ONE SIZE	0	11	1	0	2		5								
21019914	BOOK SETS:FRENCH:ONE SIZE	0	11	1	0	2		5								
21019913	BOOK SETS:ITALIAN:ONE SIZE	0	11	1	0	2		5								
20998781	TORTILLA WARMER:NO COL:ONE SIZE	0	11	1	0	2		1								
20998937	BAMBOO SATAY SET:NO COL:ONE SIZE	0	11	1	0	2										
20998932	CHINESE DIP SET:NO COL:ONE SIZE	0	11	1	0	2										
20998838	NAAN SET:NO COL:ONE SIZE	0	11	1	0	2										
21003306	THAI TRAY:NO COL:ONE SIZE	0	11	1	0	2										
20998934	RICE STEAMER:NO COL:ONE SIZE	0	11	1	0	2										
21003302	GARLIC BOOK SET:NO COL:ONE SIZE	0	11	1	0	2										
20875492	CIABATTA SET:NO COLOUR:NO SIZE	0	11	1	0	2										

RISK ANALYSIS

ERROR TEST

SALES (%)   WORST 20   BEST

UPLIFT (%)   WORST 10   BEST

OK   CANCEL   — 555

Fig. 22